

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

UNCLAS STATE 275660

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: MAJOR PROJECT: RAILWAY DEVELOPMENT

REF: LAGOS 11121, STATE'S A-9745 DTD. 11/27/73

1. APPRECIATE REPORT ON NARROW GUAG" LOCOMOTIVE AND RAILCAR TENDERING SCHEDULE. INFORMATION DEVELOPED BY GE ON LOCOMOTIVES WILL BE TREATED AS PROPRIETARY. HOWEVER, WE CONTACTED PULLMAN TO DISCUSS RAILCAR SITUATION. FIRM DOES NOT PRESENTLY MAHUFACTURE NARROW GUAGE EQUIPMENT BUT HAS RECENTLY ENGINEERED SEVERAL TYPES OF NARROW GUAGE OPEN AND COVERED HOPPERS AND ORE CARS FOR BIDDING ON BRAZILIAN TENDERS. FIRM WOULD CONSIDER BIDDING FOR NIGERIAN BUSINESS PROVIDED IT COULD OBTAIN EARLY DESCRIPTION OF EQUIPMENT ALONG LINES SUGGESTED IN REFAIR.

2. THERE IS ONE POINT WHICH COMPLICATES BOTH LOCOMOTIVE AND ROLLING STOCK SALES INTERNATIONALLY. THERE ARE TWO WIDELY RECOGNIZED SETS OF SAFETY AND DESIGN STANDARDS AAR (AMERICAN ASSOCIATION OF RAILROADS) AND UIC (UNION INTERNATIONALE DE CHEMINS-DE-FERS). AAR IS GENERALLY USED THROUGHOUT THIS HEMISPHERE AND UIC IS PREVALENT IN EUROPE

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AND AFRICA. AMERICAN MANUFACTURERS DO NOT DESIGN

EQUIPMENT TO UIC STANDARDS AND CANNOT BID ON TENDERS THAT REQUIRE THEM. THE REVERSE IS USUALLY TRUE OF EUROPEAN PRODUCERS. WE ASSUME THAT UIC STANDARDS ARE IN US- IN

NIGERIA BECAUSE OF HISTORICAL REASONS. IF THEY ARE REQUIRED BY THE NRA, U.S. EQUIPMENT WILL AUTOMATICALLY BE PRECLUDED FROM CONSIDERATION. EQUIPMENT DESIGNED ACCORDING TO EITHER STANDARDS CAN RUN ON METER GAUGE OR STANDARD GAUGE TRACK. NEITHER SET OF STANDARDS IS ASSUMED TO BE SUPERIOR AND EITHER SHOULD INSURE SAFETY AND RELIABILITY. CONSEQUENTLY, NRA SHOULD ALLOW BOTH SETS OF STANDARDS IN ITS SPECIFICATIONS--THAT IS, IF IT WISHES RECEIVE BIDS FROM AMERICAN FIRMS. WOULD APPRECIATE EMBASSY CONTACTING APPROPRIATE OFFICIALS AT NRA TO DISCUSS THIS POINT AND PROVIDING US WITH REPORT ON THEIR INTENTIONS. KISSINGER

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